To: Kuruc, Nick, Moulton, G, Evanchik, A E., Wolfe, Laney, Mallardi, J, Groll, A P., Perez, F J., Maney, F, Addessi, A, Richards, M, Mitchell, Greg, Grossberg, S, Gambardella, Mark R., Brown, Greg, Guaneri, James, Figueroa, David A., Orourke, Rory, 1200 - New York Region (SCULLYA), Klein, John F., Alese, Louann F.
From: McHugh, Michael
Posted: 2/18/97 14:18
Opened: 2/18/97 16:47
Subject: Retail Accrual Program

To all N. Y. Metro Region Managers:

Attached is a revised copy of our 1997 Retail Accrual Program. Salem has been eliminated from this program due to the large number of promotions the brand will have in NYC during 1997. Please replace the file you previously received with the one attached. There are no other changes.

As clarification, the number on the accrual grid corresponds to the amount of CARTONS at $3.00 off an account is entitled to during each of our three promotional periods. It does not represent a $ figure.

Rory is in the process of completing the prebook forms for our May promotion. They will be in the mail to all reps next week. They will be populated from SIS with all of the account and wholesaler information. This will save the Sales Reps time in filling out the forms.

DM's, please forward this information to all Sales Reps with Lap Tops.

A hard copy is going to all Sales and Territory Reps in the mail.

If you have any questions, please give me a call.

Mike

51842 4932

Source: https://www.industrydocuments.ucsf.edu/docs/krcp0000